

Inside & Out

NOVEMBER 1988

COMPAQ NEWS

VOLUME 6, ISSUE 9

'Major, evolutionary step' announced Sept. 13
Broad support for extended ISA



A future with the Expanded Industry Standard Architecture (EISA)

Leaders of the personal computer industry gathered in New York Sept. 13 to announce Extended Industry Standard Architecture, or EISA.

Described by Compaq President Rod Canion as "a major, evolutionary step in the maturing of the PC industry," EISA will deliver significant new high-performance capabilities in the years ahead while maintaining compatibility with the world's nearly 20 million industry-standard personal computers.

EISA allows users to preserve and build on investments in industry-standard hardware, software, peripherals and training.

Continued on page 3

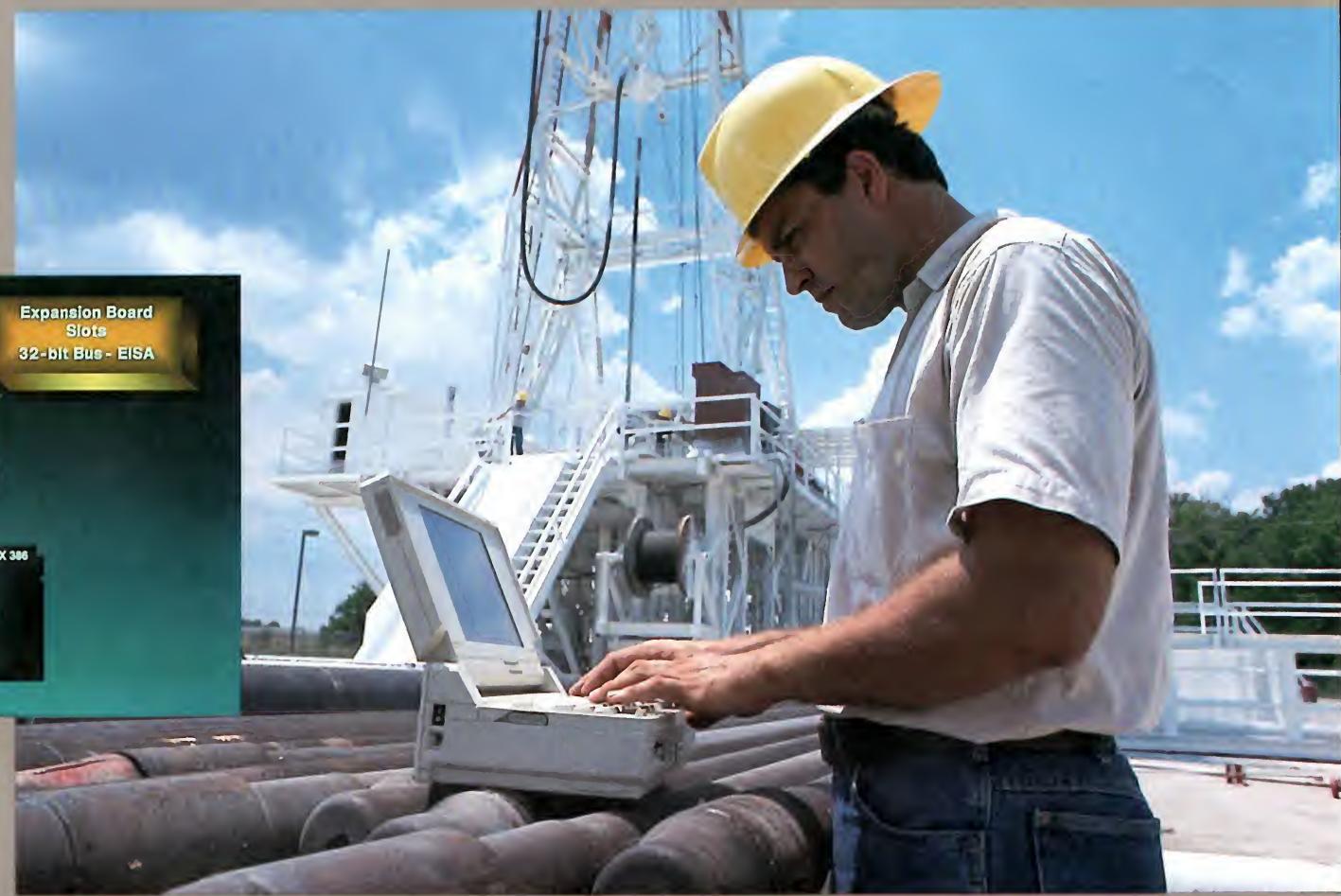
Earnings

Compaq net income for the quarter ended Sept. 30 rose to \$58 million, a 59% increase over the \$36 million for the same three months of 1987. Earnings per share leaped to \$1.40, compared with \$.94 for the same quarter of 1987.

Released Oct. 24, the figures showed third-quarter sales of \$502 million, or 60% higher than the \$313 million for 1987's third quarter. For the first nine months of 1988, net income reached \$163 million (\$1.06 per share), compared with \$87 million (\$.29 per share) for the same period of 1987.

Sales soared to \$1.4 billion for nine months, compared with \$792 million one year ago.

President and Chief Executive Officer Rod Canion called the performance "noteworthy," considering the third quarter is usually a time for "lower sales in Europe and the United States. Sales of the entire product line contributed to the quarter's strong revenues, with significant contributions made by sales of our newest desktops."



Introduced Oct. 17, the COMPAQ SLT/286 is recognized as the finest laptop in its class

The ultimate laptop

New COMPAQ SLT/286 weighs only 14 pounds

In 24 cities around the world, Compaq announced its first laptop computer Oct. 17. The COMPAQ SLT/286™ was described by Compaq President Rod Canion as "the ultimate laptop."

Weighing just 14 pounds, the COMPAQ SLT/286 fits easily onto an airplane tray table. The battery-powered computer measures just over 4 inches high by 13 1/2 inches wide by 8 1/2 inches deep. For traveling executives, field engineers, accountants, consultants, auditors and sales representatives, it's the ideal laptop and clearly the finest laptop in its class.

Operation is simple for the system. A standard, internal Enhanced Nickel-Cadmium (Ni.Cad) Battery Pack provides more than three hours of power. If more work time is required, an additional battery can be used.

At first glance, the COMPAQ SLT/286 might be mistaken for a computer to be used only while traveling. But this system was designed and manufactured without compromise in screen quality, storage or speed. It meets the demands most users place on an everyday, desktop model.

The COMPAQ SLT/286 was welcomed at eight North American announcement

sites — Atlanta, Chicago, Dallas, Los Angeles, New York, San Francisco, Toronto and Washington, D.C. International events greeted the new product in 16 other cities — Amsterdam, Auckland, Bangkok, Berlin, Brussels, Cairo, Copenhagen, London, Madrid, Melbourne, Milano, Munich, Paris, Stockholm, Sydney and Zurich.

At a New York news conference, President and Chief Executive Officer Rod Canion praised the new product's "breakthrough display technology."

Continued on page 2



The COMPAQ DESKPRO 386/20e joined the product line Sept. 19

COMPAQ DESKPRO 386/20e introduced 25-MHz Model, 2400-Baud internal modem join product line

The established leader in 386 technology, Compaq improved its position with the Sept. 19 announcement of the 20-MHz COMPAQ DESKPRO 386/20e and a new model of the 25-MHz COMPAQ DESKPRO 386/25. The company also introduced an internal modem option for use with COMPAQ desktop systems.

The COMPAQ DESKPRO 386/20e delivers advanced power and performance to the user whose needs have outgrown 286 technology. Its 20-MHz Intel 386 with Flex architecture provides up to

Continued on page 3



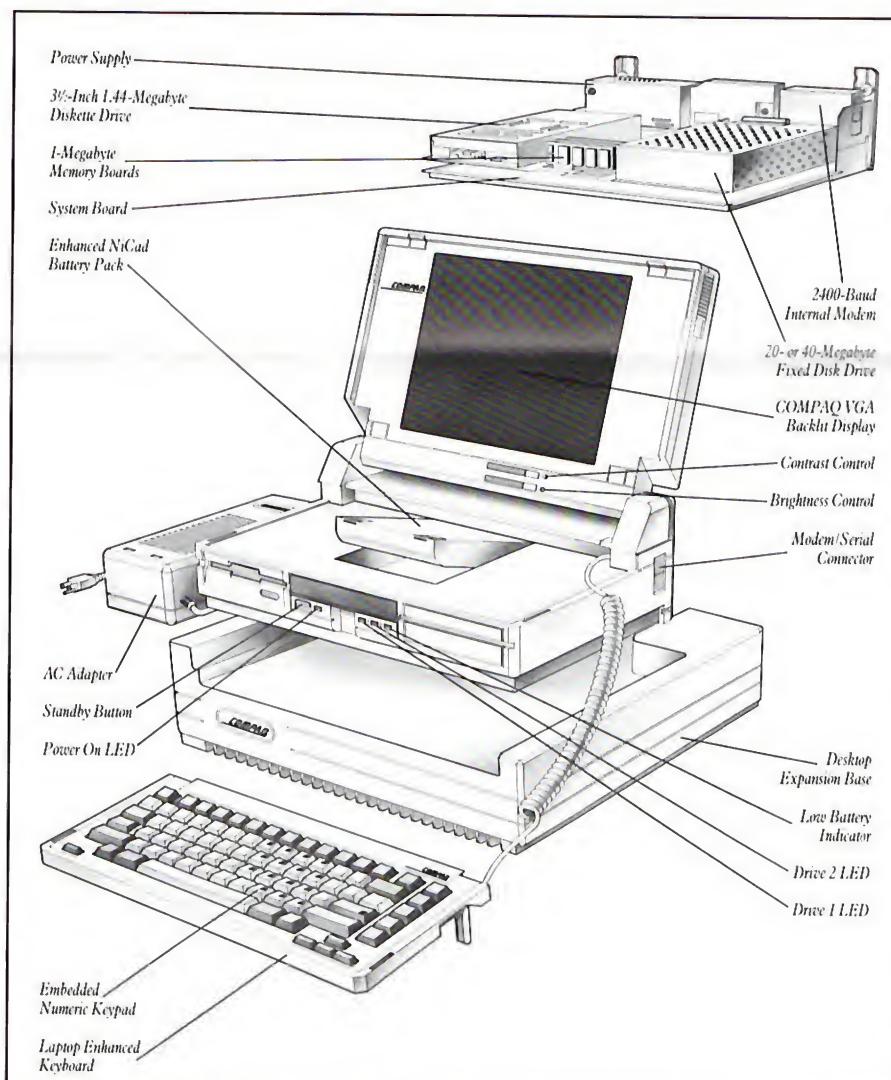
Founder and Chief Executive Officer Peter Norton of Peter Norton Computing with Annie Bacon of Compaq at the Developer Forum

Industry leaders here for forum

An early indication of COMPAQ SLT/286 acceptance came nearly two weeks before its announcement at an Oct. 5 developer forum.

Industry leaders from 14 software and hardware developers attended. Each had hands-on time with the new product and gave it strong reviews. Without knowing "Triumph" was the product's code name, Peter Norton of Peter Norton Computing called the new product "a triumph."

Other companies represented at the forum were Ashton Tate, Autodesk, Borland/Ansa, Computer Associates, Interactive Systems, Lotus Development, Microsoft, Novell, The Santa Cruz Operation, Software Publishing, Symantec, 3COM and WordPerfect.



Here's a closer look at the COMPAQ SLT/286

The ultimate laptop, continued from page 1

advanced storage capabilities, new expansion technology, new removable keyboard capability and rugged construction."

He said, "We have promised users we would deliver a fully functional laptop as soon as technology would allow, and today's announcement fulfills the expectations of our users worldwide."

The COMPAQ SLT/286 features the industry's first liquid crystal, supertwist VGA display with an unprecedented eight shades of gray in 640 by 480 resolution, 40- or 20-Megabyte shock-mounted fixed disk drives with a speedy average access time of less than 29 milliseconds (ms), a 3 1/2-inch, 1.44-Megabyte diskette drive and an 82-key removable keyboard, with full-sized keys, standard key spacing and 101-key function.

It incorporates the 12-MHz 80C286 microprocessor, which provides 12 MHz speed while conserving battery operating time. It runs applications 20 percent faster than most products with a 10-MHz 80286 microprocessor.

Among the internally installed options offered for the COMPAQ SLT/286 are a 2400-baud modem, 1-Megabyte memory boards allowing memory expansion beyond the standard 640 Kbytes up to 3.6 megabytes, an asynchronous communications board and an 80C287 coprocessor.

An optional desktop expansion base accommodates two 8-/16-bit industry-standard slots. An optional external storage module houses a 5 1/4-inch diskette drive (1.2-Megabyte or 360-Kbyte) or 40-Megabyte fixed disk drive backup (tape).

The COMPAQ SLT/286 comes standard with serial and parallel interfaces as well as connectors for optional external devices including a VGA monitor, an external storage module, a 101-key enhanced keyboard and the desktop expansion base, and a connector on the standard 82-key keyboard for an optional external numeric keypad, offering flexibility in choosing options without requiring internal expansion slots.

Two new modems

Two new modems are available, including one for the COMPAQ SLT/286. The other 2400-baud, Hayes-compatible modem is for use with all COMPAQ desktop models and the COMPAQ PORTABLE II.

Survey: Compaq CAD/CAE choice

According to a recent survey conducted by Decision Analysts, Inc., COMPAQ personal computers are the top choice of Authorized Dealers for CAD/CAE systems.

The survey revealed that:

Seventy-one percent of Authorized Dealers are selling PCs and related products for use in CAD/CAE systems.

More than half of sales representatives interviewed are selling into the CAD/CAE market. Of these, 73% said they most

frequently sell COMPAQ as the processing platform, nearly three times more than all other brands combined.

Compaq has sold more 386-based personal computers into the CAD/CAE market than any other manufacturer. The recently announced COMPAQ DESKPRO 386/25, COMPAQ DESKPRO 386s and COMPAQ DESKPRO 386/20e offer dealers increased opportunity to sell COMPAQ high-performance products to CAD/CAE users.

Broad support for Extended ISA, continued from page 1

Personal computer manufacturers AST Research, Compaq, Epson America, Hewlett-Packard, NEC Information Systems, Ing. C. Olivetti & Co., Tandy, Wyse Technology and Zenith Data Systems endorsed EISA at a joint press conference.

Additional industry support was announced by Intel, Microsoft, Digital Communications Associates, Novell and 3COM.

EISA specifies a new 32-bit bus for Intel 386-based industry-standard personal computers and those based on future higher performance members of the 80386 product family. EISA delivers full-function, 32-bit address and data bus extensions which support memory capacity beyond today's 16 megabyte maximum. It also provides both 32-bit direct-memory access and 32-bit bus-master support.

Additional features include programmable board setup for auto configuration of EISA boards and software-aided configuration of switch-programmable existing ISA and future EISA boards.

These features will make possible new performance capabilities resulting in a new generation of high-performance devices. The industry will see faster and larger disks and very high speed controllers for network communications. Distribution of EISA specifications will be handled through an independent law firm, Bishop, Cook, Purcell & Reynolds of Washington, D.C. Those wanting to develop EISA-based products may contact the firm. After signing a nondisclosure agreement and paying a fee to cover administrative costs, developers will receive a copy of specifications and updates.

The following companies also have confirmed their support of EISA — Acer Technologies, Adaptec, Advanced Logic Research, Amstread Plc., Apricot Computers, Arnet Controls, Ashton Tate, AT&T Information Systems, Autodesk, Borland International, Chips and Technologies, Computer Associates Micro Products, Computone Systems, Comtrol, Control Systems, Corollary, Dell Computer, Digital Equipment, Digital Research, Everex Systems, Excelan, Information Builders, Interactive Systems, IOMEGA, Kaypro, Lucid, Icom-Interlайн, Oracle, Peter Norton Computing, Phoenix Computer Products, Proteon, Quadram, Quarterdeck Office Systems, Racore Computer Products, The Santa Cruz Operation, Sigma Design, The Software Link, Standard Microsystems, Sun River, Symantec, Symbolics, Sytron, Tandon, Tecmar, Televideo Systems, Truevision, Unisys, Western Digital, Wang Laboratories and Wordperfect.



Rod Canion, Intel's Albert Yu and Microsoft's Steve Ballmer were among industry leaders who gathered in New York for the EISA announcement

COMPAQ DESKPRO 386/20e introduced, continued from page 1

50% better performance than 16-MHz, 386-based systems such as the IBM PS/2 Model 70-E61. It outperforms by up to 25% other 20-MHz, non-cache, 386-based PCs, including the IBM PS/2 Model 70-121.

Available in a Model 110, Model 40 or Model 1, the COMPAQ DESKPRO 386/20e comes with one megabyte of 32-bit RAM on the system board. It provides expansion for up to 16 megabytes of memory in one high-speed 32-bit memory expansion slot. A 20-MHz Intel 82385 Cache Memory Controller and 32 Kbytes

of high-speed static cache memory allow the new product to operate at full, 20-MHz speed and provide zero wait state performance 95% of the time.

All models include a built-in, high-performance, 16-bit video graphics controller. The 110-MB fixed disk drive has an average access time of less than 25 milliseconds. It features a 1:1 interleave factor and a "look-ahead" buffer with 32 Kbytes of memory and a 10 megabit/second data transfer rate.

A 20-MHz Intel 387 or Weitek 3167 coprocessor also may be installed.

As many as four internal storage devices give the COMPAQ DESKPRO 386/20e better storage flexibility than other 20-MHz, 386-based desktops.

The COMPAQ DESKPRO 386/25 Model 60 also has been introduced. The new model joins the Model 110 and Model 300 of the same computer. The new model with its 60-MB fixed disk drive runs up to 60% faster than the IBM PS/2 Model 80-III and Model 70-121.

Both new products are compatible with the world's estimated 20 million industry-standard personal computers.

A 2400-Baud internal modem option, a high-performance Hayes-compatible internal modem, completed the introductions. This new half-card communications option is available for use with all COMPAQ desktop models and the COMPAQ PORTABLE II.

New software utility

A new MS-DOS utility, COMPAQ FASTART, will enable users to easily initialize COMPAQ systems, install MS-DOS and utility software from Compaq and modify the system configuration. FASTART combines the functions of DISKINIT, FDISK and INSTALL utilities, as well as certain functions of SETUP utility.



AFSM International award winner John Braun

International service group honors Braun

AFSM (American Field Service Managers) International has named John Braun, Director, Customer Service Marketing and Planning, its outstanding 1988 member for North America and the Pacific region.

A worldwide organization of service and support managers from all areas of high technology, AFSM International chose Braun and one other member for its honor. The other award was for Europe.

Braun was recognized for, among other achievements, revitalizing AFSM International's Houston chapter. He accepted his award last month in New Orleans at the organization's worldwide conference.

Survey shows ISA with 3-to-1 lead over MCA

Industry standard architecture held more than a three-to-one advantage over Micro Channel Architecture in the second quarter, according to a recent survey by an independent agency. The survey also showed Compaq increasing its revenue share of business personal computers sold through U.S. dealers.

Figures released in August by StoreBoard, Inc., show COMPAQ products accounted for 25% of dealer revenue from the sale of business PCs. The portion climbed from 22% in the second quarter of 1987. According to StoreBoard, IBM share measured by dealer revenue dropped by 13 percentage points on a year-to-year basis.

"Market data indicates that acceptance of IBM PS/2 products remains stalled," said Mike Swavely, Compaq Vice President of Sales and Marketing. "These results reflect a marketplace where unit sales of business PCs through dealers increased 28% — comparing the first half of 1988 with the first half of 1987."

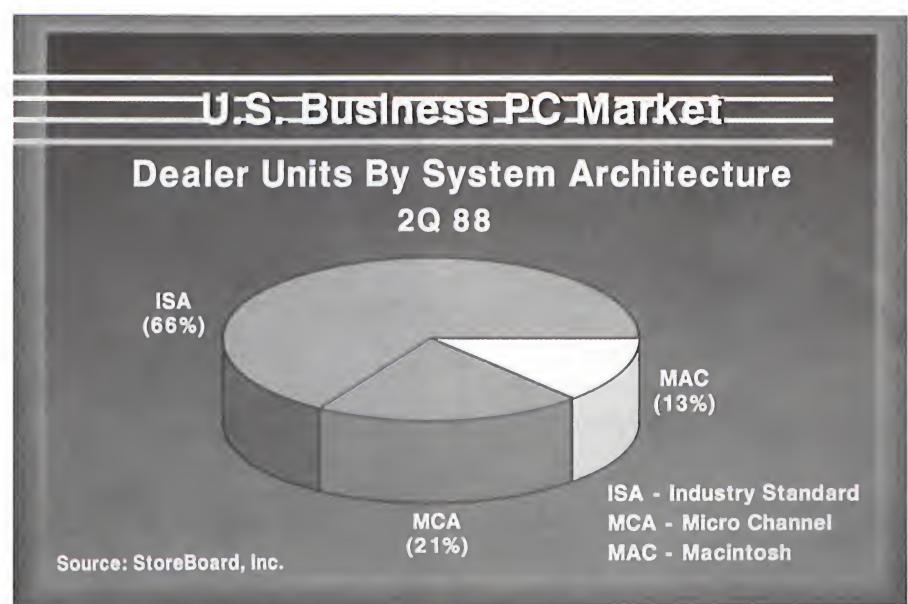
U.S. dealer revenue from personal computers with ISA reached 63% in the second quarter, StoreBoard reported. Compaq 286- and 386-based products account for more than 50% of those sales.

Swavely noted, "Sales of 286- and 386-based PCs are continuing to grow faster than the market as a whole, a positive trend for a high-performance leader like Compaq. Dealer unit sales of 386-based products tripled for first half 1988 versus first half 1987."

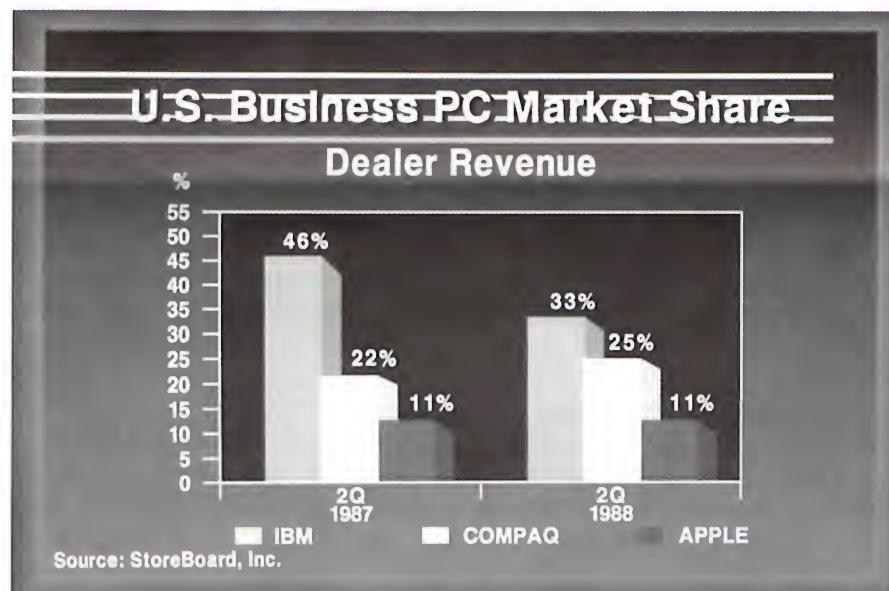
Compaq accounted for 40% of revenue among all ISA products sold through the U.S. dealer channel.

StoreBoard data also confirmed that Compaq continued to lead in 386-based sales — 55% of U.S. dealer units — as well as portable sales — 48% of U.S. dealer units.

"Compaq will continue its product performance leadership through the timely utilization of new technology," Swavely said. "We'll innovate within the industry standard and extend it beyond its current capabilities. With this strategy, we'll be able to meet emerging application needs."



ISA systems again dominate 2nd quarter dealer sales



Figures show Compaq increased its share of dealer revenue

Agreement joins ComputerLand, Compaq, and SCO

ComputerLand Corporation and The Santa Cruz Operation, Inc., have entered a marketing agreement in which ComputerLand will provide complete system solutions based on SCO XENIX 386 and 386-based personal computers from Compaq.

Terms of the agreement call for ComputerLand to make the entire SCO XENIX/UNIX software product line available to its SCO authorized franchisees in North America. ComputerLand will offer the SCO XENIX System V Operation System bundled in a variety of configurations based on the COMPAQ DESKPRO 386s, COMPAQ DESKPRO 386/20e and COMPAQ DESKPRO 386/25.

Customers may choose among three systems — 1-4 user, 4-16 user and 8-32 user configurations. SCO XENIX 386 and the full line of SCO applications will also be available as packaged stand-alone products.

Compaq Vice President of Sales Ross Cooley said, "Compaq commitment to the dealer channel has always been based on our belief that dealers can best provide the products, service, training and support customers require. This announcement emphasizes that dealers such as ComputerLand are also the most logical point of integration for PC platforms, options, peripherals and applications software that address multiuser customer applications."

Seen in the press

COMPUTERWORLD

September 26

"When nine leading personal computer vendors and a host of third parties announced the Extended Industry Standard Architecture (EISA) as an alternative to IBM's 32-bit bus, it raised a lot of questions.

"Shortly after the press conference, Senior Editor Douglas Barney sat down with Compaq Vice President of Sales and Marketing Mike Swavely to find out what EISA hopes to accomplish. By most accounts, Compaq has led the EISA charge.

"Swavely answered a series of tough questions with remarkable aplomb.

Q. Given that IBM is selling an incompatible architecture aimed at the future, aren't they doing pretty well?

"A. People buying Micro Channel products today are not buying them because they have Micro Channel but because they have IBM's name on them . . .

Q. Did IBM make a strategic error by keeping its cards close to its chest on MCA specs, making board development difficult?

"A. If IBM had the intent of making Micro Channel a standard, they certainly didn't do anything to facilitate it.

"The real tough part was, they introduced a new architecture and said the reason for its incompatibility was it couldn't be done. We have demonstrated that today it is possible . . .

Q. Putting compatibility aside, isn't the Micro Channel a superior architecture to today's AT bus?

"A. Absolutely not. It is halfway in between and doesn't get either job done.

"Why I say it is stuck in the middle is that bus master capability and some of those things that are part of the Micro Channel have benefits when they are applied to the appropriate application. It turns out that those applications are not going to be satisfied with 16-bit bus master implementations. They are going to need a 32-bit bus master, which EISA provides and Micro Channel does not.

Q. But you are talking about EISA in late 1989 vs. Micro Channel today. Isn't that an unfair comparison?

"A. It is totally fair because Micro Channel cannot deliver any of those capabilities today."

COMPUTER SYSTEMS NEWS

September 26

"SANTA CLARA, CALIF. — With companies such as Compaq and Wyse Technology wielding more clout in the PC marketplace, Intel Corp.'s relationship with long-time partner IBM is changing fundamentally.

"Extended Industry Standard Architecture (EISA) highlights this change. For the first time, Intel is intimately involved with the development of an architecture directly competing with IBM's designs."

PC WEEK

September 26

"The new 32-bit bus design, EISA for short, deserves a thunderous round of applause.

"The initiative that produced Extended Industry Standard Architecture is an extraordinary example of fierce competitors casting aside their prickly political qualms to present a united front — for their own good, obviously, but for the good of the user as well.

"EISA is nothing less than a path not merely for survival, but prosperity. It's the sanest, strongest answer to IBM's pullout of the PC mainstream last year in favor of doing something proprietary (Micro Channel Architecture) and threatening anyone who tried to clone it . . .

"The beauty of Extended Industry Standard Architecture is that it's not yet another bus, but an extension to the existing bus. Without this EISA initiative, the PC standard would have become increasingly fragmented, with companies like Compaq and AST Research Inc. being forced to add proprietary features to exploit the power of the 80386 and 80486 chips.

"EISA opens a way for all vendors to move their systems into the future with a single architecture.

"It's a pathway — and a pathway that is refreshingly not painted in big, bright Blue — to sanity and progress that users desperately need.

"Those who argue EISA-based products won't appear until next year can settle their restless hearts by realizing they now have a distinct choice.

"In the meantime, they can look squarely and securely into the difference EISA will make to them and can join the applause."



Pat Eoff, Network Designer, left, and Ray Webb, Supervisor, Network Planning, answer electronic mail over the corporate network.



Communications Systems Technicians Roland Salinas, standing, and Jim Wells connect individual computers to the networking system.

Company-wide network nears completion

A long-term effort to build a company-wide information and communications system will soon link virtually everyone in Compaq.

The system, "PAQNET," will unify the many applications and communications systems around the company. Other networks already in use within the company are tied into the centralized network.

Many applications are up and running. Others are being explored or developed.

The company-wide system provides electronic mail to any user in the world, with the ability to attach other data such as word processing files, spreadsheets or graphics, to an electronic message. Electronic bulletin boards can be created that either allow or not allow new postings. Files that can be downloaded to a PC may be attached to a bulletin board message.

A group calendar feature allows someone to grant access to his or her calendar to others on the network. Some systems permit requesting a meeting with a group within a given time period, then checks their calendars and provides available times for the meeting.

Sharing resources such as printers, disk drives, plotters and other devices is another network feature that promises to save significant time and cost. Productivity gains are expected from sharing host computer's resources and information sharing within groups.

Currently, nearly 3,000 people in Compaq are on the network, with about 4,000 anticipated by year's end. This number will include most of Houston's sites, Europe International, Scotland, North America and Australia. Remaining sites will be brought on during the first half of 1989.

A number of shared databases have already been established in the company. At the manufacturing facility in Erskine, Scotland, for example, the network is used to record failure information as a product is assembled and tested, and to track the product's location. Infra-red

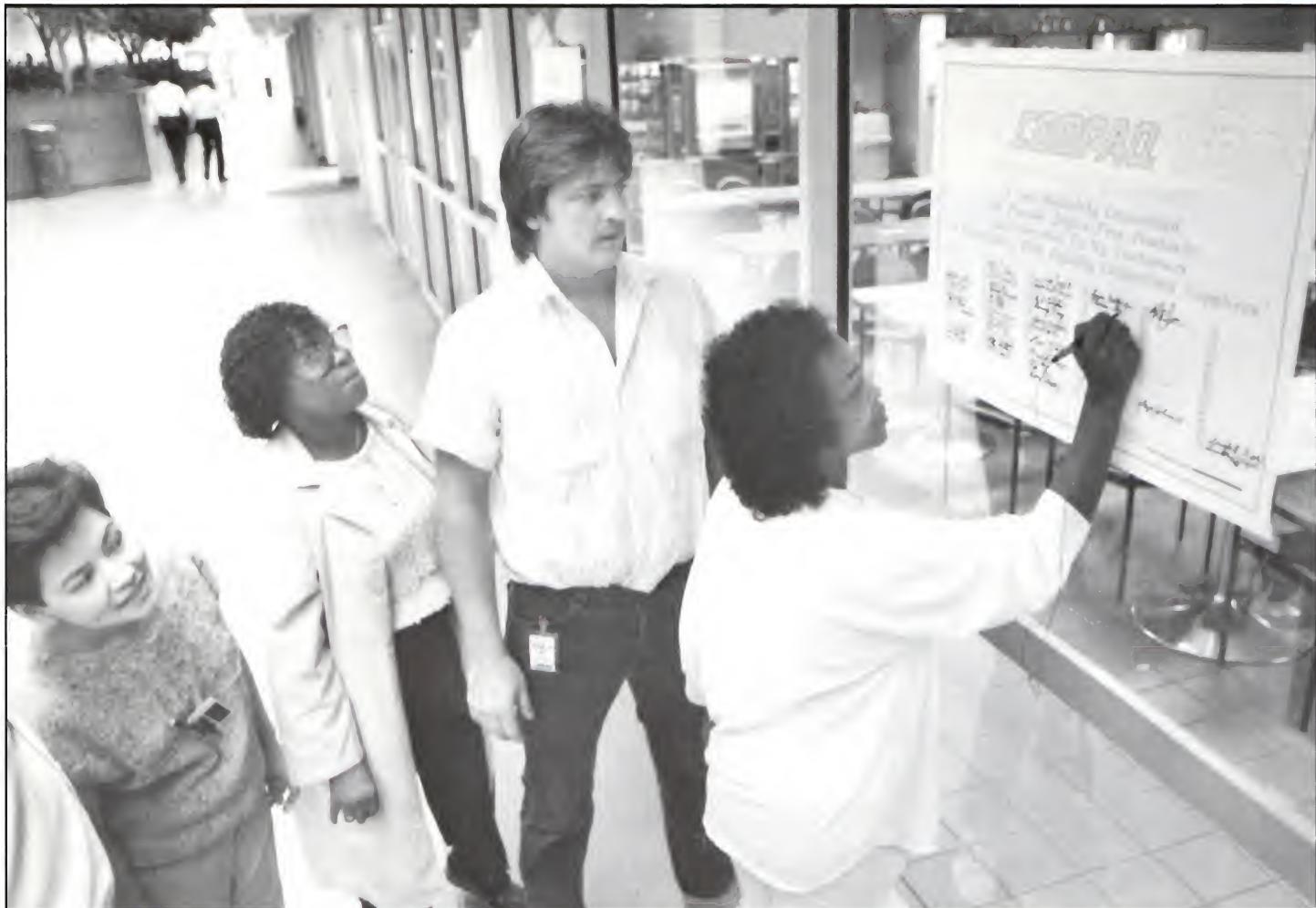
readers and laser scanners track units as they enter each stage of manufacture. The collected information can be used to spot defective material batches, track manufacturing performance and perform other types of analysis.

The Erskine facility has also set up a personnel system for reporting purposes that maintains personnel and recruiting data. Compaq engineering data is being stored and distributed via ODADS (Online Documentation Archive and Distribution System). Data on Authorized Dealers and dealer-related business has been compiled into shared data-bases.

For more information on the network or potential applications, contact: Ray Webb, 713-374-6274; or Gary Tarkington 713-374-2183.



Tim Martin, Communications Systems Technician, installs "card" that will access networking system.



Theresa Nguyen, Pat Price, Steve Silva and Charlene Harris sign their names in commitment to "Total Quality Control" in manufacturing desktops during National Quality Month — October. The program began to develop in July, 1987, when a series of meetings led to the development of six training modules. More than 1,000 Compaq employees have learned from the six modules: What Is TQC?; Satisfying Your Customers; Working as a Team; Understanding the Process; Collecting and Using Data; and Owning and Solving Problems. One desktop team is recognized for a Success Story of the Month. Honorable mentions go to two first-shift and two second-shift teams each month for the best use of Total Quality Control principles. Now several other groups within the company are developing TQC programs.

Compaq Quality at national conference in Singapore

While spending several weeks at the Singapore facility in September, Dr. Lee Murdy, Director of Training and Development in Houston, was invited to speak in at the Singapore National Productivity Congress.

Murdy detailed for the Congress how an emphasis on quality and teamwork, in particular the Total Quality Commitment (TQC) program, has contributed to the success of Compaq.

"The Compaq philosophy," Murdy told the group, "relies on doing what makes sense for all involved." Quality is

often an intangible that can be difficult to manage in traditional management terms. He explained quality must come from everyone in the company and at Compaq this is reflected in support for the TQC approach. In the long run, it makes good business sense to provide an environment that allows everybody to contribute their best to the company.

The Congress is held in conjunction with the Singapore Training and Development Association and the National Productivity Board.

Sunny Ho, Singapore



John Dolan, Murray Francois and Ben Rosen joined in formal opening ceremonies of the Erskine, Scotland, facility



The giant cake celebrated printed circuit board No. 500,000 for the Singapore facility. The important milestone came Aug. 26. Compaq Singapore personnel gathered in their cafeteria to cut the cake. Steve Hamblin, Managing Director, thanked everyone for their important contributions to the growth of Compaq Asia



Seven months old when the COMPAQ SIT/286 was born on Oct. 17, Fernando Macias, Jr., celebrates the product's arrival with a new t-shirt. Dr. Fernando Macias, Sr., is a systems engineer with Compaq.

Scotland plant completed

The 260,000 square foot manufacturing facility in Erskine, Scotland was formally opened in September by Ben Rosen, Compaq chairman and venture capitalist. Rosen described the plant as a "visible symbol of the growing importance of international markets to Compaq." The completion of Phase II of the facility was accelerated by 18 months to cope with strong product demand in the international market. Eighty percent of the plant's production goes to markets outside the North American continent.

The plant grounds, 42 acres near the River Clyde in western Scotland, has been restored to a landscaped parklike setting as it was in the 1800's. The restoration included the planting of 45,000 trees. An 11 ft. tall, 12 ton granite sculpture stands before the facility. Carved using several different techniques, its symbols evoke the partnership between the U.S. and Scotland, and the merging of the past and future at the historic site. Eddie McGowan, Scotland

"Y's" individual fitness program means "No excuses"

It's 6:20 a.m. and Jimmy Chandler can be found at the YMCA doing warm-up exercises in his early morning aerobics class.

Is this any way for a grown man to start his day? You bet it is.

As Director of Operating Services in Houston, Chandler finds the early class the perfect way to fit a regular exercise program into his fast-paced schedule. On his work-out days, Chandler believes that he is more productive and feels better. He also notices improved muscle tone since adding a heavy hands workout. Being a regular racquetball and tennis player, Chandler can be found at the YMCA at least four days every week. His wife is still surprised as he leaves at the crack of dawn, but believes in the results.

The YMCA's many options offer the perfect "No excuses" answer to designing your own fitness program. Whatever your reasons, goals, resources or schedule, the YMCA has a variety of classes and programs to choose from in helping tailor your fitness program.

Two other YMCA regulars, Debbie Stofcheck and Tina Zerilli have devised their version of the "Buddy System." Using each other for motivation and support, Stofcheck, a Business Analyst in the IM department, and Zerilli, a System Analyst II in the IM department, took the first step by going to the YMCA for a fitness test. Though they each had an

active lifestyle, they realized that a permanent change in exercise and diet had to become a daily habit. They set goals and officially launched their Buddy System.

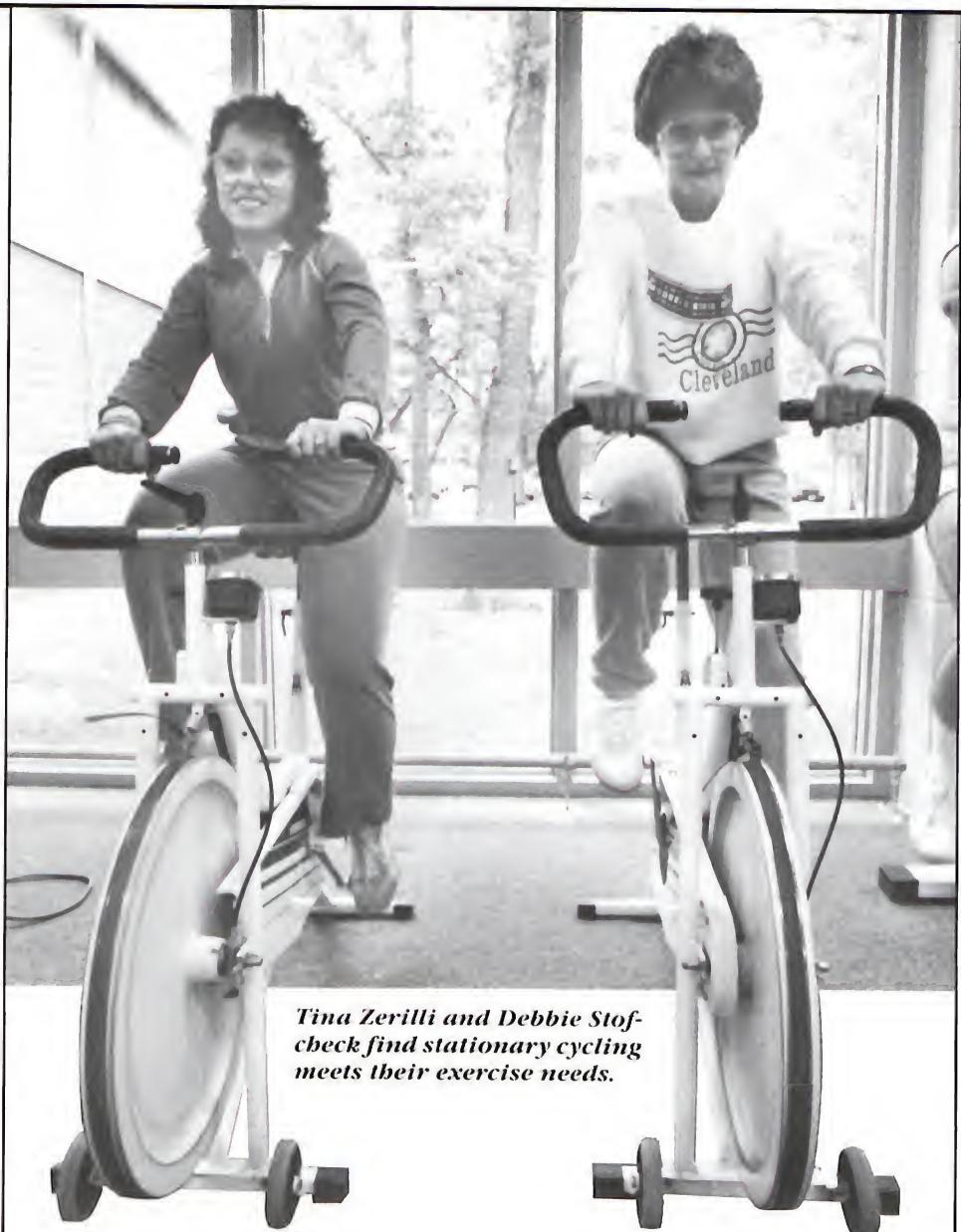
Their Buddy System included car pooling, a point system and some good old-fashioned prodding. Stofcheck and Zerilli have stuck with their three day a week weight program and an early morning aerobic class — and it has paid off. They say they both feel better and look great.

The families of Compaq employees also get into the act at the YMCA. Peggy Welch, wife of Jerry Welch, Director of Human Resources, started in a "Weights for Women" class to rehabilitate from a motorcycle accident. Welch was then persuaded to try an aerobics class and discovered she loved it. You can now find her at the YMCA five days a week, either in the weight room, aerobics or walking class.

Find your "No excuses" answer at the YMCA. Visit the facilities on your next lunch hour and start your own personal fitness program.

The YMCA will be an active part of HEALTH TREK '89 on Jan. 14 in Houston. There will be booths, demonstrations, testing and the opportunity to meet the instructors.

Remember — No excuses.
Healthpage



Blood drive sets records

Compaq employees in Houston donated a record 1,884 units of blood in 1988. Because different components of the blood are used, these units will eventually help more than 5,460 patients in area hospitals.

These blood donations allow Houston employees and their immediate families to be reimbursed for all blood processing fees for blood required during the next year. This includes all Houston employees — not just those who donated. However, non-donor employees and their immedi-

ate families have only partial coverage, while actual donors and their families are reimbursed completely. So, if you or a legal dependent requires blood — be sure to call The Blood Center at 791-6230 to initiate a claim.

We are looking forward to a year of successful donations in 1989 with our first drive scheduled for the end of January.

Thanks to all the outstanding Blood Drive coordinators, recruiters, volunteers and donors who contributed for all of us!
Healthpage



Enjoyed here by Peggy Welch and Jimmy Chandler, racquetball is a popular lunchtime pursuit at the YMCA

GREAT AMERICAN SMOKEOUT

TAKE A BREATHER

Join the Great American Smokeout on Thursday, November 17. Millions of smokers across the country will take a break and try not to smoke for 24 hours. How about you? Or, if you don't smoke, adopt a smoker for the day and promise to help that friend get through the day without a cigarette!

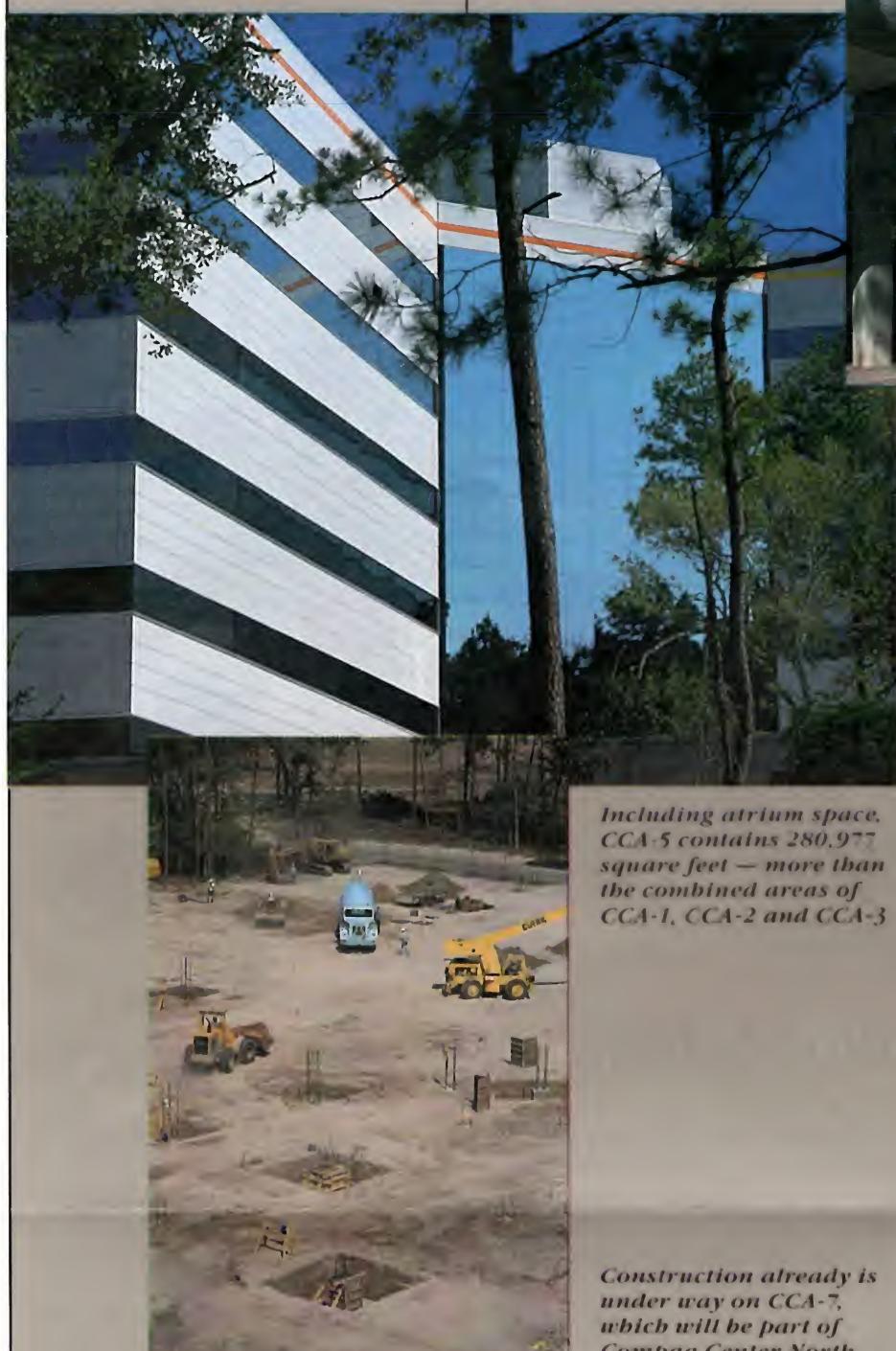
Contact Mary Beth McGowan, Health Promotion Representative, 374-5776, for more information.

A FEW QUIT TIPS

- Hide all ashtrays, matches, etc.
- Lay in a supply of sugarless gum, carrot sticks, etc.
- Drink lots of liquids, but pass up coffee & alcohol.
- Tell everyone you're quitting for the day.
- When the urge to smoke hits, take a deep breath, hold it for 10 seconds, & release it slowly.
- Exercise to relieve the tension. Try the "buddy system," and ask a friend to quit too.

Story requests

We need your article suggestions and photos. Send good quality photos. Unfortunately, many we receive won't reproduce. Use a thirty-five mm camera, show faces clearly, get close. Good color. Black and white is fine. Please call 713-374-4618.



Including atrium space, CCA-5 contains 280,977 square feet — more than the combined areas of CCA-1, CCA-2 and CCA-3.

Construction already is under way on CCA-7, which will be part of Compaq Center North.

CCW development moves toward goals

After move-ins of Oct. 31, nearly all completed space in Houston's 95-acre Compaq Center West was occupied.

CCM-4 and 5, as well as CCA-4, 5 and 6, are fully operational. Those five facilities contain approximately one million square feet of space.

The new facilities feature a blend of natural with artificial light, large public spaces for social interaction and an elevated "spine" that weatherproofs people and material moving from building to building.

A one-way inner loop will simplify vehicle movement through CCW. Separate auto and truck access will increase safety and convenience.

Nearly 4,000 Compaq people eventually will be in CCW. The new facility will offer garage parking for 4,410 vehicles and will use 6,530 tons of air conditioning.

A moving story

Janine Landowski, a Houston-based secretary, was telling son Justin, 7, about her upcoming move to CCA-4. She was delighted that a door would replace her open hallway entrance. Her delight puzzled him.

"You don't have a door now, mom?" Justin asked.

"No," his mom said.

"Well," he wanted to know, "how do you get into your office?"



Elevated "spines" provide safe, all-weather paths that connect all Compaq Center West facilities.

A special day of health and fun!

Health Trek '89

a path to better living

Jan. 14, 1989

Sponsored by **HEALTHPAQ**

**Join us at Health Trek '89
Saturday, January 14, 1989**

All Compaq Houston employees and their families are invited to a festival celebrating health.

- Demonstrations of cooking, self-defense, gymnastics, weight lifting
- Sports, exercise, prevention, family health
- Health and fitness screening: Cholesterol, and blood pressure tests
- Special children's area with activities for the kids
- Refreshments, prizes and lots more

For more information, call Mary Beth McGowan, 374-5776.

COMPAQ